

The Honorable Mike Kowall,
Chair, Senate Economic Development Committee
P.O. Box 30036
Lansing, MI 48909-7536

HNTB

June 15, 2011

Dear Senator Kowall,

On behalf of HNTB Michigan, Inc., I wish to first thank you for taking up such an important piece of legislation to Michigan's economic development and submit written testimony in support of Senate Bills 410 and 411, which together create a governmental authority for a New International Trade Crossing (NITC) between Detroit and Windsor, Canada.

HNTB is an employee-owned engineering, architecture, and planning firm that has proudly delivered transportation improvements in Michigan since 1969. We currently have four Michigan offices and employ over 70 people in the planning, design, and construction oversight capacities needed to implement infrastructure improvement projects across Michigan's transportation system. Nationally, our firm employs 3,600 employees who seek to exceed client expectations in the delivery of infrastructure projects and transportation programs across the country.

Our firm intends to team with a Public-Private-Partnership (P3) concessionaire/contractor to pursue a portion of the design work associated with the NITC project. If part of the selected team, HNTB estimates the portion of design related work our firm would complete on the project would support the hiring of approximately 100-150 full-time staff and the opening of a project office in Southwest Detroit. Most of these jobs would be high-paying professional level jobs. With Michigan's investment levels in the transportation infrastructure economic sector stretched to its limits, this project would provide a badly needed economic boost to our industry at no cost to Michigan's taxpayers!

Needless to say our firm has a vested interest in the passage of this important legislation, however, beyond the individual impacts this project would have on our company, this legislation assures Michigan remains the number one trading partner with Canada. As you know, over \$44 billion of economic trade occurred between our state and Canada in 2009. This bi-national trade activity benefits our state's economy and all those who chose to do business here. Assuring the state has a secure, efficient, and modern border crossing system complete with redundant capacity is critical in both preserving and growing Michigan's place in the global market-place.

This legislation also provides Michigan with an added economic development tool to leverage greater investment in our state, the ability to undertake a P3. Twenty-nine other states and Puerto Rico have legislation in place allowing P3's. The lack of such legislation puts Michigan at a competitive disadvantage in attracting private sector transportation investment. HNTB's national P3 experts have

reviewed the language within Senate Bills 410 and 411 and have found the draft legislation meets many of the well-documented goals of the Legislature including; the prohibition of Michigan taxpayer dollars used to fund the project, the shifting of the financial, construction and operational risks to either the private sector or Canada, and the preservation of the community benefit mitigation/enhancement measures documented within the Final Environmental Impact Statement and the Record of Decision. Yet, this legislation still provides the private sector enough flexibility to make the NITC an attractive project to consider and more importantly the opportunity to review the project opportunities, constraints, merits, and risks, and make an unbiased determination of whether or not the construction, operation, and long-term maintenance of the NITC is feasible.

Our firm's P3 experts would be willing to meet individually with you or any member of your committee to discuss any questions you might have on our P3 project experience from across the country. Please contact me at (313) 961.3330 or lebecker@hntb.com if you would like to arrange such a meeting. In closing, I thank you and your committee for your leadership in considering this critical legislation to both our industry and to the Great State of Michigan!

Very truly yours,
HNTB MICHIGAN, INC.



Leonard C. Becker, PE
Vice President
HNTB Michigan Office Leader